## **RJ REYNOLDS**





J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET WILLIAMSVILLE, NY 14221 (716) 634-4179 FAX (716) 634-3145

January 5, 1998

RJR Account #648240 TBI CORPORATION

FEBRUARY: DORAL B1G1F / PROMOTION #800018

#### Dear Annette:

DORAL B1G1F pre-sleeved product (6M) has been ordered (see quantities listed below), as well as <u>120</u> skus of B1G1F Displays (Item #536645) to pack and ship this promotion to your participating retail accounts.

DORAL	B1G1F	#/ (6M) Cases
BRAND STYLE	UPC Code	B1G1F
Light	12300-24960	4
Light 100	12300-24961	4
Light Men 100	12300-24963	4
FF 100	12300-24962	4

#### DISPLAY DETAIL (#536645)

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B1G1F DEALS

EACH DISPLAY CONTAINS 4 WHITE CARTONS OR '20 B1G1F OFFERS'.

Product / Display Arrival:

January 26, 1998

Ship Date to Retail:

Week of: February 9, 1998

SKU CUBE:

0.4965

SKU WT (w/o Product):

1.1700 lbs

Retail Sales Offer per Sku:

20 Offers

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$942.88

State Breakdown:

MA: 2 Cases Each (Lt/Lt 100 / Lt Men 100 / FF 100) \$237.44 NH: 2 Case Each (Lt/Lt 100 / Lt Men 100 / FF 100) \$705.44

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'.

UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL.

(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).

SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

#### DISPLAY LOAD:

\*4 CARTONS; ONE CARTON EACH STYLE: DORAL LIGHT/LT 100/LT MEN 100/FF 100

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per <u>live 12M</u> case for all displays packed and shipped to retail on a timely basis. This equates to <u>\$78.40</u> (5.6 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell Promotional Coordinator / 1610 /jc

cc: H. Battle

L. E. MacWilliams

#### **Enclosures:**

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

#### Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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PAGE: 17

DATE: 97-12-08 TIME: 08:21 AM

WHOLESNLER : 648240 T B 1 CORPORATION <DIRECT>
TEMPLATE : 800018 80200 DOR FEH BIG1F
TEMPLATE SEQ : 0023
SALES LEVEL : 16XXXX

11261   11262   30765   MARTICHTTI LIQUES   1020 FEVERE BEACH CHELSER   MA 02150   1   1846-0000   901166   61171887-5900   113001   113001   113002   61949   ADAMS STREET SHELL   761   ADAMS ST   FORTH ROSTON   MA 02122   1   1846-0000   113001   113002   61949   ADAMS STREET SHELL   761   ADAMS ST   FORTH ROSTON   MA 02120   1   1846-0000   901166   6171282-5862   113001   113002   619509   VICES NAMS   600 ATALATIC AVE   6	TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
111001 113028 613496 AUMNS STREET SIREL 151003 113021 619599 VIC'S NRNS 111001 113028 640712 RIVENITATION ARKSET 111001 113028 678872 ST PRETER'S MARKSET 111001 113028 678870 STOOGREEN ST 111001 113028 678870 ST 111001 113028 678870 ST 111001 113028 678870 ST 111001 1	112601	112623	107657	MARTIGNETTI LIQUORS	1020 REVERE BEACH		MA	02150	1		1846-0000	901066	(617)884-350r
113003   113008   613996   NAMNS STREET SIRLI   51   NAMNS ST   DORCHESTER   MA 02122   1   113003   113008   640712   MINTINCTON   AND ACTION   MA 02115   1   902763   (617)267-8667   113003   113008   640712   MINTINCTON   AND ACTION   MA 02115   1   902763   (617)267-8105   113003   113008   640712   MINTINCTON   AND ACTION   MA 02115   1   902763   (617)267-8105   113003   113002   659530   FENMAY FEXACO   1241   HOYLSTON   ST   BOSTON   MA 02115   1   905604   (617)267-8105   113003   113002   679792   ST   ETER'S BARKET   417   ANIAMS ST   DORCHESTER   MA 02122   1   905607   (617)347-8147   113006   113021   107628   MARTICINETTI   LYQUOR   64   CROSS ST   BOSTON   MA 02115   1   1846-0000   (617)267-4343   MINTINGTON   MA 02103   1   MINTINGTON   MA 02103   1   MINTINGTON   MA 02104   1   MINT	113003	113028	613403	CORNER STORE	113 H ST	SOUTH BOSTON	MA	02127	1				
113003   113021   619509   VIC'S NINES   600 ATLANTIC AVE   BOSTON   MA   02210   1   902743   (617)232-6676   113003   113008   669538   BOSTONIAN MARKET   518   HUNTINOTON JV BOSTON   MA   02118   1   902743   (617)232-6676   113003   113002   695530   FENNAY TEXACO   741   HOULSTON ST   BOSTON   MA   02118   1   902743   (617)247-7905   113003   113028   748792   ST BETER'S MARKET   417   AIMMS ST   DORCKETER   MA   02122   1   905604   (617)247-7905   113005   113021   107628   MARTICINIFTI LIQUOR   64 (ROSS ST   BOSTON   MA   02133   1   1846-0000   (617)247-4734   113066   113021   107628   MARTICINIFTI LIQUOR   64 (ROSS ST   BOSTON   MA   02133   1   1846-0000   (617)247-4734   113066   113021   107628   MARTICINIFTI LIQUOR   64 (ROSS ST   BOSTON   MA   02133   1   1846-0000   (617)247-4734   113069   113024   736530   YILLAGE GULF INC   25 MASHINGTON ST   BOSTON   MA   02133   1   1846-0000   (617)247-4556   113009   113002   736633   YILLAGE GULF INC   25 MASHINGTON ST   BROOKLINE   MA   02146   1   0362-0106   904805   (508)794-4314   (508)794-4314   (508)794-556   112601   112602   252501   K & S SHELL   520   BOSTON   METHUER   MA   01844   1   0362-0106   904805   (508)794-7316   112601   112602   252501   K & S SHELL   520   BOSTON   METHUER   MA   01844   1   0362-0106   904805   (508)666-6205   112603   112601   112602   12602   650519   HILL'S POOLD STORE   5 CONNELL AVE   SOMEWHILLE   MA   01144   1   0362-0106   904805   (508)666-6205   112604   112604   112602   12602   650519   HILL'S POOLD STORE   5 CONNELL AVE   SOMEWHILLE   MA   01144   1   0362-0106   (508)283-0161   (508)283-	113003	113028	619496	ADAMS STREET SHELL	761 ADAMS ST	DORCHESTER	MA	02122	1				
113003   113028   63833   BOSTONIAN MARKET   570   TREMONT ST   BOSTON   MA   02115   1   912055   6171747-7905   113003   113028   748792   ST   PETER'S MARKET   417   AINANS ST   DORCHESTER   MA   02122   1   915056   6171747-7905   113006   113028   748792   ST   PETER'S MARKET   2139   CENTERAL ST   TOUGHTON   MA   02072   1   905060   6171747-1602   113006   113011   107628   MARKET   825   CONTRELL   ST   BOSTON   MA   02013   1   1846-000   61717247-5562   113009   113004   774559   MARKET   825   SUUTH ST   BOSTON   MA   02131   1   902726   113009   113004   774559   MARKET   825   SUUTH ST   BOSTON   MA   02131   1   902726   113009   113004   734598   MARKET   825   SUUTH ST   MOROLINE   MA   02131   1   902726   113009   113004   734598   MARKET   825   SUUTH ST   MARKET   825   SUUTH ST   MARKET   825   M	113003	113021	619509	VIC'S NEWS	600 ATLANTIC AVE	BOSTON	MA	02210	1				, , ,
113003   113006   69833   BOSTONIAN MARKET   570   TREMONT ST   BOSTON   MA   02115   1   908749   (617)267-3105   113001   113016   69830   ENNAY TERNAY   CALL BOYLSTON   SOSTON   MA   02102   1   905604   (617)287-1602   113005   113006   628470   STOUGHTON QUICK STO   2139 CENTRAL ST   STOUGHTON   MA   02072   1   905604   (617)287-1602   113005   113006   628470   STOUGHTON QUICK STO   2139 CENTRAL ST   STOUGHTON   MA   02072   1   905604   (617)287-4043   113006   113001   107628   MARTIGNETTI LITUOUS   4 < CROSS ST   BOSTON   MA   02103   1   1846-0000   617)227-4343   113006   113001   13001   198613   ROCCO'S SMOKE SHOP   CONGRESS ST   BOSTON   MA   02109   1   992726   (617)247-4568   113009   113004   738633   VILLAGE GULF INC   25   WASHINGTON ST   BROOKLINE   MA   02111   1   902726   (617)247-439   (617)2	113003	113028	640712	HUNTINGTON MARKET	918 HUNTINGTON AV	BOSTON	MA	02115	1			902783	(617)232-6676
113003 113026 748792 ST PETER'S MARKET 417 AIAMS ST DOCCHESTER MA 02122 1 906604 (617)287-1002 113005 113026 628470 STOUGHTON QUICK STO 2139 CENTRAL ST STOUGHTON MA 02072 1 9066079 (617)364-8147 113006 113021 1207628 MARTICINETTI LIQUOR 64 CROSS ST BOSTON MA 02113 1 1846-0000 (617)227-4343 113006 113021 129131 ROCCO'S SMOKE SHOP COMGRESS ST BOSTON MA 02113 1 186-0000 918011 (617)742-5566 113009 113024 724598 HENRY'S MARKET 892 SOUTH ST ROSLINALE MA 02191 1 902726 113009 113024 724598 HENRY'S MARKET 892 SOUTH ST ROSLINALE MA 02191 1 902726 113009 113024 724598 SUNCOC A-PLUS BEA INTER DIALET METHUEN MA 02146 1 (617)668-852 113009 113024 738633 VILLAGE GULF INC 25 WASHINGTON ST BROOKLINE MA 02146 1 0362-0106 914234 (5081)394-4395 163805 163820 359706 SUNCOC O-POUR MARTSOT 119 MERRIHACK ST METHUEN MA 01844 1 0362-0106 914234 (5081)394-4395 162601 112623 655261 K & 5 SHELL 520 BROADMAY REVERE MA 02151 1 (5081)283-3694 112602 112620 106383 TONYS VARIETY 18S MASHINGTON ST GLOUCESTER MA 01930 1 (5081)283-3694 112602 112622 078639 8781'S PACKAGE STOK 64 RIVER RD E HERLIN MA 01503 1 (5081)283-7336 112604 112626 108232 BILL'S POOD STORE 53 CONNELL AVE SOMERVILLE MA 02144 1 90490 (617)628-7207 112605 112623 478610 STONE 99 709 BROADMAY EVERET MA 02149 1 (617)387-1276	113003	113028	688533	BOSTONIAN MARKET	570 TREMONT ST	BOSTON	MΆ	02118	1				
13005 13026 628470 STOUGHTON QUICK STO 219 CENTRAL ST STOUGHTON MA 02072 1 905679 (617)344-8147 13306 133021 107628 MARTIGNETI LIQUOR 64 CROSS ST BOSTON MA 02109 1 1846-000 (617)227-4343 13006 133021 189131 ROCCO'S SMOKE SHOP COMERES ST BOSTON MA 02109 1 918011 (617)242-5568 113009 13004 738633 VILLAGE GUP INC 2 MASHINGTON ST BROOKLINE MA 02101 1 902726 (617)566-8582 (63820 639583 SUNGCO A-PLUS DEA INTERDIALET METHUEN MA 01844 1 0362-0106 914035 (508)794-4395 (1400) 112623 (25261 K & S. SHELL 520 BROADHAY REVERE MA 02151 1 (508)283-0161 112602 112623 (25261 K & S. SHELL 520 BROADHAY REVERE MA 01930 1 (508)283-0161 112602 112620 10968 PRIST'S PACKAGE STON 64 RIVER RD E HERLIN MA 01503 1 (508)283-0161 112602 112626 (25261 MART) SPACKAGE STON 64 RIVER RD E HERLIN MA 01503 1 (508)283-0161 112602 112626 (25261 MART) SPACKAGE STON 64 RIVER RD E HERLIN MA 01503 1 (508)283-0161 112602 112626 (25802) BULL'S POOD STONE 53 COMMENT.AVE SOMERVILLE MA 02144 1 (200)2404 (267)387-1276 (2580)283-0161 112605 112623 474860 STONE 99 709 RROADMAY EVERETT MA 02149 1 (617)387-1276 (167)	113003	113021	695530	FENWAY TEXACO	1241 BOYLSTON ST	BOSTON	MA	02115	1			912055	(617)247-7905
113006 113021 107628 MARTIGRETTI LIQUOR 64 CROSS ST BOSTON MA 02113 1 1846-0000 (617)227-443 113006 113021 189131 ROCCO'S SMOKE SHOP COMERS ST BOSTON MA 02109 1 902726 (617)742-5566 113009 113024 734558 HRNRY'S MARKET 852 SOUTH ST ROSLINDALE MA 02131 1 902726 (617)742-5566 113009 113024 734538 JULLOGA P-LUIS DAR INTER DIALET METHUEN MA 02131 1 (617)566-8582 163805 163805 (635820 635583 SUNGOCA P-LUIS DAR INTER DIALET METHUEN MA 02146 1 0362-0106 904805 (508)686-6205 112601 112623 62561 K & S SHELL 520 BROADHAY REVERE MA 01930 1 (508)233-0591 112601 112603 112602 112602 106383 TONES VARIETY 185 MASHINGTON ST GLOUCESTER MA 01930 1 (508)233-0591 112602 112602 106383 TONES VARIETY 7 EASTERN AVE GLOUCESTER MA 01930 1 (508)233-0591 112602 1	113003	113028	748792	ST PETER'S MARKET	417 ADAMS ST	DORCHESTER	MA	02122	1			905604	(617)287-1602
13006   13021   189131   ROCCO'S SMOKE SHOP   CONGRESS ST   BOSTON   MA   O2109   1   918011   (617)742-5566   13009   13024   734598   HENRY'S MARKET   692 SOUTH ST   ROSLINDALB   MA   O2131   1   902726   (617) 566-6582   (618) 13024   734598   SUNCOC   A-PLUS   DEA   INTER DIALET   METHUEN   MA   O2146   1   0362-0106   914234   (508) 794-4395   (518) 63695   63820   599706   SUNCOC   FOOD MARTSOT   19   MERRINACK ST   METHUEN   MA   01844   1   0362-0106   914234   (508) 794-4395   (508) 666-6205   (518) 606   6320   599706   508) 606-6205   (518) 606   6320   (508) 606-6205   (518) 606   6320   (518) 606	113005	113026	628470	STOUGHTON QUICK STO	2139 CENTRAL ST	STOUGHTON	MA	02072	1			905679	(617)344-8147
113009   113024   724598   HERRY'S   MARKET   892 SOUTH ST   ROSLINDALE   MA   02131   1	113006	113021	107628	MARTIGNETTI LIQUOR	64 CROSS ST	BOSTON	MA	02113	1		1846-0000		(617)227-4343
13009 13024 738633 VILLAGE GULF INC	113006	113021	189131	ROCCO'S SMOKE SHOP	CONGRESS ST	BOSTON	MA	02109	1			918011	(617) 742-5568
163805   163820   693583   SUNCO A-PLUS   DBA INTER DIALET   METHUEN   MA 01844   1   0362-0106   914234   (508)794-4395   163805   163820   359706   SUNCO FOOD MARTSO   119   MERRIMACK ST   METHUEN   MA 01844   1   0362-0106   904805   (508)686-6205   12620   106383   TONYS VARIETY   185   MASHINGTON ST   GLOUCESTER   MA 01930   1   (508)283-0161   12602   12620   106383   TONYS VARIETY   185   MASHINGTON ST   GLOUCESTER   MA 01930   1   (508)283-0161   12602   12620   106383   TONYS VARIETY   185   MASHINGTON ST   GLOUCESTER   MA 01930   1   (508)283-0161   12602   12620   108232   11614   FOOD STORE   53   CONMELL AVE   SOMERVILLE   MA 01503   1   (508)888-7336   12604   112626   41	113009	113024	724598	HENRY'S MARKET	892 SOUTH ST	ROSLINDALE	MA	02131	1			902726	
13805   13820   359706   SUNOCO FOOD MART507   119 MERIMACK ST   METHUEN   MA   01844   1   0362-0106   904805   5588666-6205   112601   112621   625261   K & 6   SHELL   520 BROADMAY   REVERE   MA   01930   1   (5081283-0161   112602   112620   580519   JEFF'S VARIETY   71 EASTERN AVE   GLOUCESTER   MA   01930   1   (5081283-0161   112602   112620   78639   RISI'S PACKAGE STOR   64 RIVER RD   E   BERLIN   MA   01503   1   (5081283-0161   112604   112626   108232   BILL'S FOOD STORE   53 CONNELL AVE   SOMERVILLE   MA   02144   1   90490   (617)623-9459   112604   112626   112623   412481   BROADMAY MARKET   290   HIGHLAND AVE   SOMERVILLE   MA   02144   1   90490   (617)623-7101   112605   112623   412481   BROADMAY MARKET   880 BROADMAY   EVERETT   MA   02149   1   (617)387-1071   112605   112623   479514   RAD   CONNENIENT   219   HIGHLAND AVE   SOMERVILLE   MA   02149   1   (617)389-1377   112605   112623   692890   COMMON MARKET   301 E FOSTER ST   MELROSE   MA   02149   1   (617)665-9844   112605   112623   69383   CHESTNUT ILIQUOR   348 CHESTNUT ST   LYNN   MA   01902   1   (7811)595-3425   112606   112625   36950   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (7811)595-3425   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (7811)599-0831   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (7811)599-0831   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (7811)599-0831   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (7811)599-0831   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (508)741-9423   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (508)741-9423   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (508)741-9423   112606   112625   369309   READING QUICK STOP   452 MAIN ST   SALEM   MA   01970   1   (508)741-9423	113009	113024	738633	VILLAGE GULF INC	25 WASHINGTON ST	BROOKLINE	MA	02146	1				(617)566-8582
112601 112623 625261 K & S SHELL 520 BROADMAY REVERE MA 02151 1	163805	163820	693583	SUNOCO A-PLUS	DBA INTER DIALET	METHUEN	MA	01844	1		0362-0106	914234	(508) 794-4395
112601   112623   625261   K & S SHELL   520 BROADMAY   REVERE   MA 01930   1   (508)283-0164   112602   112602   106383   TONYS VARIETY   185 WASHINGTON ST GLOUCESTER   MA 01930   1   (508)283-0164   112602   112602   580519   JEFF'S VARIETY   71 EASTERN AVE   GLOUCESTER   MA 01930   1   (508)283-0164   112603   112621   078639   RISI'S PACKAGE STOR   64 RIVER RD E   BERLIN   MA 01503   1   (508)283-7336   112601   112605   108232   BILL'S FOOD STORE   53 CONNELL AVE   SOMERVILLE   MA 02144   1   904904   61717628-1815   112604   112605   112602   451861   QUIK MART   290 HIGHLAND AVE   SOMERVILLE   MA 02144   1   904904   61717628-1815   112605   112603   474860   STORE 99   709 BROADMAY   EVERETT   MA 02149   1   (617)387-1276   112605   112602   479514   RAD CONVENIENT   219 HIGHLAND AVE   SOMERVILLE   MA 02143   1   (617)628-1816   112605   112602   479514   RAD CONVENIENT   219 HIGHLAND AVE   SOMERVILLE   MA 02143   1   (617)628-1816   112605   112603   689976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)638-9441   112605   112603   74340   EVERETT   SO NEWS   445 BROADWAY   EVERETT   MA 02149   1   (617)387-9161   112606   112603   74340   EVERETT   SO NEWS   445 BROADWAY   EVERETT   MA 02149   1   (617)387-9161   112606   112603   174340   EVERETT   SO NEWS   445 BROADWAY   EVERETT   MA 02149   1   (617)387-9161   112606   112603   112604   112605   112605   112604   112605	163805	163820	359706	SUNOCO FOOD MART507	119 MERRIMACK ST	METHUEN	MA	01844	1		0362-0106	904805	(508) 686-6209
112602   112620   106383   TONYS VARIETY   185 MASHINGTON ST GLOUCESTER   MA 01930   1   (508)281-58061   112602   112602   580519   JEFF'S VARIETY   71 EASTERN AVE   GLOUCESTER   MA 01930   1   (508)281-58061   112603   112612   1076639   RIST'S PACKAGE STOR 64 RIVER RD E   BERLIN   MA 01503   1   (508)8381-7336   112604   112626   108232   BILL'S FOOD STORE   53 CONNELL AVE   SOMERVILLE   MA 02144   1   904904   (617)628-1812   112605   112623   112481   BEOADWAY MARKET   880 BEOADWAY   EVERETT   MA 02149   1   (617)387-1276   112605   112623   14242   479514   READ WASHINGTON STORE   126625   126623   689976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)628-7204   112605   112622   698976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)389-1377   112605   112622   698976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)389-1377   112605   112623   689976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)389-1377   112605   112623   689976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)389-1377   112605   112623   689976   SAM'S SPA   178 CHELSEA ST   EVERETT   MA 02149   1   (617)389-1377   112605   112623   774340   EVERETT   SO REMS   445   BROADWAY   EVERETT   MA 02149   1   (617)389-9610   112605   112623   106533   CHESTNUT ST   LYNN   MA 01902   1   (781)595-59425   112606   112625   276800   ONE A MARKET   126   BROADWAY   EVERETT   MA 01902   1   (817)595-59425   112606   112625   369319   LYNN   MOBIL MART   512   CHESTNUT ST   LYNN   MA 01902   1   (781)595-6596   112606   112625   369339   AVONR   NEIGHBORHOOD   103   SCHOOL ST   SALEM   MA 01970   1   (781)593-2150   112606   112625   745374   DAT NORTH ST   SALEM   MA 01970   1   (781)593-7117   112606   112625   745374   DAT NORTH ST   SALEM   MA 01905   1   (781)593-7117   112606   112625   745374   DAT NORTH ST   SALEM   MA 01905   1   (781)593-7117   112606   112624   17934   MARTIGNETTI LIQUOR   1650   SOLDIERS   FIB BIGHTON   MA 01905   1   1846-0000   (617)782-3700   11260	112601	112623	625261	K & S SHELL	520 BROADWAY	REVERE	MA	02151	1				
112602   112620   680519   JEFF'S VARIETY   71 EASTER AVE   GLOUCESTER   MA 01930   1   (508) 281-5800   112603   112601   076639   RISI'S PACKAGE STOR   64 RIVER RD E   BERLIN   MA 01503   1   (508) 838-7336   112604   112605   112626   108232   BILL'S POOD STORE   53 COMBELL AVE   SOMEWILLE   MA 02144   1   1737 (617) 623-94559   112604   112605   112623   41281   BROADWAY MARKET   880 BROADWAY   EVERETT   MA 02149   1   (617) 387-1010   112605   112623   47940   STORE   9   709 BROADWAY   EVERETT   MA 02149   1   (617) 387-1070   112605   112623   689976   SAM'S STA   178 CHELSER ST   EVERETT   MA 02149   1   (617) 628-7200   112605   112623   689976   SAM'S STA   178 CHELSER ST   EVERETT   MA 02149   1   (617) 635-9340   112605   112623   689976   SAM'S STA   178 CHELSER ST   MELROSE   MA 02149   1   (617) 635-9404   112605   112623   774340   EVERETT SO NEWS   445 BROADWAY   EVERETT   MA 02149   1   (617) 635-9844   112606   112625   106533   CHESTNUT LIQUOR   348 CHESTNUT ST   LYNN   MA 01900   1   (781) 598-6596   112606   112625   276800   ONE   MARKET   126 BROAD ST   LYNN   MA 01901   1   900084   (781) 598-6596   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01901   1   12850-8   (517) 944-6153   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (781) 599-0981   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (781) 599-0981   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (781) 599-0981   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (781) 599-0981   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (781) 599-0981   112606   112625   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (508) 741-0406   112606   112605   369319   LYNN MOBIL MART   512 CHESTNUT ST   LYNN   MA 01900   1   (508) 741-0406   112606   112605   369319   LYNN MOBIL MART   512 BOSTON ST   SALEM   MA 0190	112602	112620	106383	TONYS VARIETY	185 WASHINGTON ST	GLOUCESTER	MA	01930	1				
112603   112621   078639   RISI'S   PACKAGE STOR   64   RIVER RD E   BERLIN   MA   01503   1   1737   (617) 623-9459   112604   112626   108232   BILL'S   FOOD STORE   53   CONNELL AVE   SOMERVILLE   MA   02144   1   904904   (617) 628-1812   112605   112623   412481   BROADWAY MARKET   880   BROADWAY   EVERETT   MA   02149   1   (617) 387-7101   112605   112623   479460   STORE   99   709   BROADWAY   EVERETT   MA   02149   1   (617) 387-7101   112605   112622   479514   R&D   CONVENIENT   219   HIGHLAND AVE   SOMERVILLE   MA   02149   1   (617) 389-7107   112605   112622   699976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617) 389-31377   112605   112622   692890   COMMON MARKET   301   E FOSTER   ST   MELROSE   MA   02149   1   (617) 389-31377   112605   112623   699976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617) 389-31377   112605   112623   699976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617) 685-9844   112605   112623   699890   COMMON MARKET   301   E FOSTER   ST   MELROSE   MA   02176   1   (617) 639-9610   112605   105633   CHESTINIT   LIQUOR   348   CHESTINIT   ST   LYNN   MA   01902   1   (781) 599-3425   112606   112625   276800   ONE   A MARKET   126   BROAD   ST   LYNN   MA   01902   1   (781) 599-5981   112606   112625   369319   LYNN   MOBIL   MART   512   CHESTINIT   LYNN   MA   01902   1   (781) 599-0981   112606   112625   369334   YOUR   NEIGHBORHOOD   M   103   SCHOOL   ST   SALEM   MA   01970   1   (508) 744-3950   112606   112625   640638   MARKET   SQUARR   BEVER   3   MARKET   SQUARR   BEVER   3   MARKET   SOLEM   MA   01970   1   (508) 744-3950   112606   112625   745374   BAT   SUBSTINITION   SALEM   MA   01970   1   (508) 744-3950   112606   112625   745374   BAT   SUBSTINITION   SALEM   MA   01970   1   (508) 744-3950   112606   112625   745374   BAT   SUBSTINITION   SALEM   MA   01970   1   (508) 744-3950   112606   112625   745374   BAT   SUBSTINITION   SALEM   MA   01970   1   (508) 741-3950   112606   1126	112602	112620	580519	JEFF'S VARIETY			MA	01930	1				
112604   112626   108232   BILL'S FOOD STORE   53 CONWELL AVE   SOMERVILLE   MA   02144   1   904904   (617)623-9459   112604   112625   451861   QUIK MART   880   BROADWAY   880   BROADWAY   EVERETT   MA   02149   1   (617)387-7101   112605   112623   474860   STORE   99   709   BROADWAY   EVERETT   MA   02149   1   (617)387-1276   112605   112622   479514   RAD   CONVENIENT   219   HIGHLAND   AVE   SOMERVILLE   MA   02149   1   (617)389-1377   112605   112623   689976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617)389-1377   112605   112623   689976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617)389-1377   112605   112623   689976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617)389-1377   112605   112623   689976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617)389-1377   112605   112623   689976   SAM'S   SPA   178   CHELSEA   ST   EVERETT   MA   02149   1   (617)389-1377   112605   112623   774340   EVERETT   SO   NEWS   445   BROADWAY   EVERETT   MA   02149   1   (617)389-1377   112606   112625   105533   CHESTNUT   LÍQUOR   348   CHESTNUT   ST   LYNN   MA   01902   1   (781)595-3425   112606   112625   276800   ONE A   MARKET   126   BROAD   ST   LYNN   MA   01902   1   (781)595-6596   112605   326950   READING   QUICK   STOP   452   MAIN   ST   READING   MA   01867   1   (781)599-6596   112605   369319   LYNN   MOBIL   MART   512   CHESTNUT   ST   LYNN   MA   01902   1   (781)599-0981   112606   112625   56451   BOSTON   ST   VARIETY   122   BOSTON   ST   SALEM   MA   01970   1   (508)744-3950   112606   112625   56451   BOSTON   ST   VARIETY   122   BOSTON   ST   SALEM   MA   01905   1   (508)744-3950   112606   112625   745374   DAT   CONVENIENCE   37   SESEX   LYNN   MA   01905   1   (781)593-2150   112606   112625   745374   DAT   CONVENIENCE   313   RESERN   AVE   LYNN   MA   01905   1   (781)593-7117   (781)593-7117   112606   112624   108351   MARTIGENETT   LIQUOR   1670   MASITIGHTON   MA   02135   1   1846-000	112603	112621	078639	RISI'S PACKAGE STOR	64 RIVER RD E	DERLIN	MA	01503	1				
112604   112626   451861   QUIK MART   290   HIGHLAND AVE   SOMERVILLE   MA   02144   1   904904   (617) 628-1812   112605   112623   47481   BROADWAY MARKET   880   BROADWAY   EVERETT   MA   02149   1   (617) 387-7101   (617) 387-7101   (617) 387-7101   (617) 387-7101   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1276   (617) 387-1277   (617) 387-1276   (617) 387-1277   (617	112604	112626	108232	BILL'S FOOD STORE	53 CONWELL AVE	SOMERVILLE	МΑ	02144	1			1737	
112605 112623 412481 BROADWAY MARKET 880 BROADWAY EVERETT MA 02149 1 (617)387-7101   112605 112622 479514 R6D CONVENIENT 219 HIGHLAND AVE SOMERVILLE MA 02143 1 (617)387-1276   112605 112623 689976 SAM'S SFA 178 CHELSEA ST EVERETT MA 02149 1 (617)389-1377   112605 112623 689976 COMMON MARKET 301 E FOSTER ST MELROSE MA 02176 1 (617)389-1377   112605 112623 774340 EVERETT SQ NEMS 445 BROADWAY EVERETT MA 02149 1 (617)387-9616   112605 112623 774340 EVERETT SQ NEMS 445 BROADWAY EVERETT MA 02149 1 (617)387-9616   112606 112625 106533 CHESTNUT LIQUOR 348 CHESTNUT ST LYNN MA 01902 1 (781)595-3425   112606 112625 276800 ONE A MARKET 126 BROAD ST LYNN MA 01901 1 900084 (781)598-6596   112606 112625 369519 READING QUICK STOP 452 MAIN ST READING MA 01867 1 12850-B (617)944-6156   112606 112625 369319 LYNN MOBIL MART 512 CHESTNUT ST LYNN MA 01902 1 (781)599-0981   112606 112625 469334 YOUR NEIGHBORHOOD M 103 SCHOOL ST SALEM MA 01970 1 (508)744-0406   112606 112625 554451 BOSTON ST VARIETY 122 BOSTON ST SALEM MA 01970 1 (508)744-3950   112606 112625 730029 DEES CORNER 2 37 ESSEX ST LYNN MA 01902 1 (781)593-2515   112606 112625 730029 DEES CORNER 2 37 ESSEX ST LYNN MA 01905 1 903724 (781)593-7117   112606 112625 745374 D&T CONVENIENCE 813 WESTERN AVE LYNN MA 01905 1 (781)581-5665   112607 112624 108351 WINSHIP SPA 290 WASHINGTON ST BRIGHTON MA 02135 1 1846-0000 (617)82-3701   112607 112624 567215 RENIE'S SPA 472 MAIN ST BRIGHTON MA 02135 1 1846-0000 (617)829-8311	112604	112626	451861	QUIK MART	290 HIGHLAND AVE	SOMERVILLE	MΑ	02144	1				
112605 112623 474860 STORE 99 709 BROADWAY EVERETT MA 02149 1 (617)387-1276 112605 112623 69976 SAM'S SPA 178 CHELSEA ST EVERETT MA 02149 1 (617)389-1377 112605 112622 692890 COMMON MARKET 301 E FOSTER ST MELROSE MA 02176 1 (617)389-1377 112605 112623 774340 EVERETT SQ NEWS 445 BROADWAY EVERETT MA 02149 1 (617)387-9610 112606 112625 106533 CHESTNUT LIQUOR 348 CHESTNUT ST LYNN MA 01902 1 (781)595-3425 112606 112625 276800 ONE A MARKET 126 BROAD ST LYNN MA 01901 1 900084 (781)598-6596 112606 112625 326950 READING QUICK STOP 452 MAIN ST READING MA 01867 1 12850-8 (617)446-6153 112606 112625 369319 LYNN MOBIL MART 512 CHESTNUT ST LYNN MA 01902 1 (781)599-0981 112606 112625 469334 YOUR NEIGHBORHOOD M 103 SCHOOL ST SALEM MA 01970 1 (508)744-3950 112606 112625 640638 MARKET SQUARE BEVER 3 MARKET SQ LYNN MA 01905 1 903724 (781)593-2150 112606 112625 730029 DEES CORNER 2 37 ESSEX ST LYNN MA 01905 1 903724 (781)593-2150 112606 112625 745374 DAT CONVENIENCE 313 MESTERN AVE LYNN MA 01905 1 (781)593-7117 112607 112624 108351 WINSHIP SPA 290 WASHINGTON ST BRIGHTON MA 02135 1 1846-0000 (617)829-8311 112607 112624 567215 RENIE'S SFA 472 MAIN ST WALIHAM MA 02154 1 905034 (617)899-8311	112605	112623	412481	BROADWAY MARKET	880 BROADWAY	EVERETT	MA	02149	1				-
112605 112622 479514 R6D CONVENIENT 219 HIGHLAND AVE SOMERVILLE MA 02143 1 (617)628-7209 112605 112623 689976 SAM'S SPA 178 CHELSEA ST EVERETT MA 02149 1 (617)389-1377 112605 112622 692890 COMMON MARKET 301 E FOSTER ST MELROSE MA 02176 1 (617)659-9844 112605 112623 774340 EVERETT SO NEWS 445 BROADWAY EVERETT MA 02149 1 (617)387-9610 112606 112625 106533 CHESTNUT LIQUOR 348 CHESTNUT ST LYNN MA 01902 1 (781)595-3425 112606 112625 276800 ONE A MARKET 126 BROAD ST LYNN MA 01901 1 900084 (781)598-6596 112606 112625 326950 READING QUICK STOP 452 MAIN ST READING MA 01867 1 12850-B (617)944-6153 112606 112625 369319 LYNN MOBIL MART 512 CHESTNUT ST LYNN MA 01902 1 (781)599-0981 112606 112625 469334 YOUR NEIGHBORHOOD M 103 SCHOOL ST SALEM MA 01970 1 (508)741-0406 112606 112625 554451 BOSTON ST VARIETY 122 BOSTON ST SALEM MA 01970 1 (508)744-3950 112606 112625 554451 BOSTON ST VARIETY 122 BOSTON ST SALEM MA 01902 1 (781)593-2150 112606 112625 730029 DEES CORNER 2 37 ESSEX ST LYNN MA 01902 1 (781)593-2150 112606 112625 745374 D&T CONVENIENCE 813 MERKET SQ LYNN MA 01905 1 (781)581-5665 112606 112625 745374 D&T CONVENIENCE 813 MESTERN AVE LYNN MA 01905 1 (781)593-2150 112607 112624 108351 WINSHIP SPA 290 WASHINGTON ST BRIGHTON MA 02135 1 906552 (617)254-9486 112607 112624 567215 RENIE'S SPA 472 MAIN ST WALTHAM MA 02154 1 905034 (617)899-8311	112605	112623	474860	STORE 99	709 BROADWAY	EVERETT	MA	02149	1				
112605 112623 689976 SAM'S SPA	112605	112622	479514	R&D CONVENIENT	219 HIGHLAND AVE	SOMERVILLE	MA	02143	1				
112605 112622 692890 COMMON MARKET 301 E FOSTER ST MELROSE MA 02176 1 (617) 665-9844 112605 112623 774340 EVERETT SQ NEWS 445 BROADWAY EVERETT MA 02149 1 (617) 387-9610 112606 112625 106533 CHESTNUT LIQUOR 348 CHESTNUT ST LYNN MA 01902 1 (781) 595-3425 112606 112625 326950 READING QUICK STOP 452 MAIN ST READING MA 01867 1 12850-B (617) 944-6153 112606 112625 326950 READING QUICK STOP 452 MAIN ST READING MA 01867 1 12850-B (617) 944-6153 112606 112625 369319 LYNN MOBIL MART 512 CHESTNUT ST LYNN MA 01902 1 (781) 599-0981 112606 112625 469334 YOUR NEIGHBORHOOD M 103 SCHOOL ST SALEM MA 01970 1 (508) 741-0406 112606 112625 554451 BOSTON ST VARIETY 122 BOSTON ST SALEM MA 01970 1 (508) 744-3950 112606 112625 640638 MARKET SQUARE BEVER 3 MARKET SQ LYNN MA 01905 1 903724 (781) 593-2150 112606 112625 745374 D&T CONVENIENCE 207 NORTH ST SALEM MA 01970 1 (781) 581-5665 112606 739798 ANDY'S SUPERETTE 207 NORTH ST SALEM MA 01970 1 (781) 581-5665 112606 112625 745374 D&T CONVENIENCE 813 WESTERN AVE LYNN MA 01905 1 (781) 593-7117 112607 112624 108351 WINSHIP SPA 290 WASHINGTON ST BRIGHTON MA 02135 1 1846-0000 (617) 782-3700 112607 112624 471934 MARTIGNETTI LIQUOR 1650 SOLDIERS FIE BRIGHTON MA 02135 1 1846-0000 (617) 782-3700 112607 112624 567215 RENIE'S SPA 472 MAIN ST WALTHAM MA 02154 1 905034 (617) 899-8311	112605	112623	689976	SAM'S SPA	178 CHELSEA ST	EVERETT	MA	02149	1		•		
112605 112623 774340 EVERETT SQ NEWS	112605	112622	692890	COMMON MARKET	301 E FOSTER ST	MELROSE	MA	02176	1				
112606 112625 106533 CHESTNUT LIQUOR 348 CHESTNUT ST LYNN MA 01902 1 (781)595-3425 112606 112625 276800 ONE A MARKET 126 BROAD ST LYNN MA 01901 1 900084 (781)598-6596 112606 112625 326950 READING QUICK STOP 452 MAIN ST READING MA 01867 1 12850-B (617)944-6153 112606 112625 369319 LYNN MOBIL MART 512 CHESTNUT ST LYNN MA 01902 1 (781)599-0981 112606 112625 469334 YOUR NEIGHBORHOOD M 103 SCHOOL ST SALEM MA 01970 1 (508)741-0406 112606 112625 54451 BOSTON ST VARIETY 122 BOSTON ST SALEM MA 01970 1 (508)744-3950 112606 112625 640638 MARKET SQUARE BEVER 3 MARKET SQ LYNN MA 01905 1 903724 (781)593-2150 112606 112625 730029 DEES CORNER 2 37 ESSEX ST LYNN MA 01902 1 (781)593-2150 112606 112625 730029 DEES CORNER 2 37 ESSEX ST LYNN MA 01902 1 (781)591-5665 112606 739798 ANDY'S SUPERETTE 207 NORTH ST SALEM MA 01970 1 (508)741-9423 112606 112625 745374 D&T CONVENIENCE 813 WESTERN AVE LYNN MA 01905 1 (781)593-7117 112607 112624 108351 WINSHIP SPA 290 WASHINGTON ST BRIGHTON MA 02135 1 1846-0000 (617)782-3700 112607 112624 471934 MARTIGNETTI LIQUOR 1650 SOLDIERS FIE BRIGHTON MA 02135 1 1846-0000 (617)782-3700 112607 112624 567215 RENIE'S SPA 472 MAIN ST WALTHAM MA 02154 1 905034 (617)899-8311	112605	112623	774340	EVERETT SQ NEWS	445 BROADWAY	EVERETT	MA	02149	1				
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(603)253-4311	LTT506		τ			МОПТТОИВОВОИСН					
(603)286-3452		2194-0200	2	94250		TILTON		KOBBING CENERAL			
8455-551(609)			τ	59280		POTTER PLACE		PARK-N-CO MARKET			
9446-984(609)			τ	99260		DOLLER DIVER					
96TE-974(E09)			τ	03251		PINCOPA		EXESSE ONE SLOP			
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TERR RETAIL ACCT NAME ADDRESS CITY ST ZIP QTY TAX CHAIN-ID SUPPLIER ACCT PHONE # 163803 163821 562095 MR. P'S CONV. STORE C/O PATENODE OID WEST SWANZEY NH 03469 2 10552 (603)357-9428 163803 708781 DEPOT GENERAL STORE EAST LAKE ROAD FITZWILLIAM NH 03447 1 (603)585-3385 163803 163826 723708 COUNTRY MAID MKT RT 114 HENNIKER NH 03242 163803 163821 742026 NEW IPSWICH MARKET RT. 24 NEW IPSWICH NH 03071 163803 163821 755664 COLEMANS CNTRY STOR 234 KEENE RD WINCHESTER NH 03470 1 (603)428-3884 1 904243 (603)878-2242 163803 163821 755664 COLEMANS CNTRY STON 234 REFERE AV.
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NASHUA NH 03060 (6031239-4193 1 (603)863-1480 1 904755 {603}882-0271 163804 163822 657401 E HOLLIS ST VARIETY 131 E HOLLIS ST NASHUA NH 03060 4 901926 (603)598-5484 163805 163820 104479 HAMPSTEAD PHARMACY ROUTE 121 N. HAMPSTEAD NH 03841 112206 112220 104776 GERRY'S VARIETY 66 LINCOLN ST EXETER NH 03833 1 902601 (603)329-5534 1 6233-A (603)778-8906 163807 163826 684933 BOYDS MARKET MAIN ST PITTSFIELD NH 03263
163807 163826 703109 CAREY'S MARKET 63 N MAIN ST BOSCAWEN NH 03303
163807 163826 724756 GREENS CORNER STORE RTE 162 CENTER HARBOR NH 03226
163807 163826 738078 LACONIA SUNOCO UNION AVE LACONIA NH 03246 1 900654 (603)435-8851 1 916775 (603)753-4435 2794-0200 1 (603) 253-4514 2 916494 (603) 524-9747 163807 163826 743039 GILFORD SQUARE MKT RR 11 BOX B 163807 163826 743039 GILFORD SQUARE MKT RR 11 BOX B GILFORD
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PAGE BREAK TOTAL ACCOUNTS

105 TOTAL QUANTITY

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TEMPLATE TOTAL ACCOUNTS

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## VALUE ADDED PROMOTIONS

1ST QTR.'98

# February DORAL B1G1F

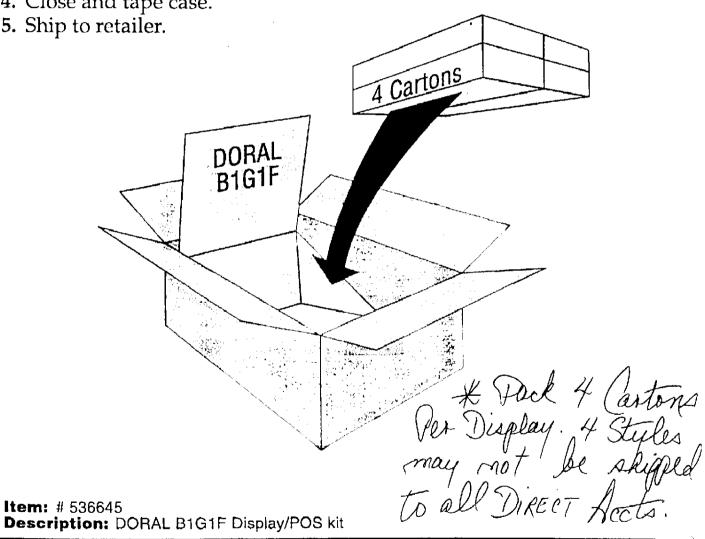
(Buy 1 Pack Get 1 Free)

### **STEPS**

1. Open DORAL B1G1F shipping case.

- 2. Place 4 cartons of DORAL promotional product into shipping/display case. Promotional product is in white cartons and is pre-sleeved.
- 3. Fold display header card down.

4. Close and tape case.



Item: # 536645

Brand Style	17	LT 100	LT MEN	190 Et	51854
Number of Cartons	/	/	/	/	9478



# February Brings Great Deals From Doral With This Buy 1 Get 1 Free Promotion!

Your customers will love picking up their favorite styles of Doral. Especially when they can Buy 1 Pack and Get One Free.

This promotion starts with 2-pack sleeves and comes pre-packaged in a 20-unit display. Each sleeve is style specific. Customers will easily spot their style in this impactful display.

Paster





The Special Paster and
Counter Display work together
to call out this money-saving
promotion. Paster is 11.5" x 10"
for easy placement. The
display is a perfect fit for
even the smallest of
counter spaces.

#### **Details** -

- 4 Cartons per SKU
- 20 Offers Per SKU
- Special complimentary tear-tape on all free packs
- Offer to customer -Buy 1 pack of Doral, get 1 pack free



**Counter Display**